

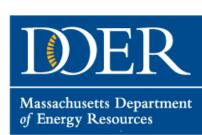
# Leading By Example Council Meeting

January 13, 2015

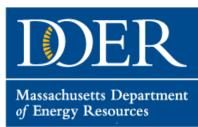
## Agenda



- Welcome and Introductions
- State Policy Updates
- Vehicles
- Mass. as First Customer
- LBE Updates
- Financing Opportunities
- DCAMM Updates
- Communications
- Lyman Estate Overview & Tour

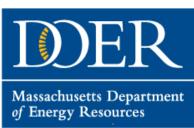


## **State Policy Updates**



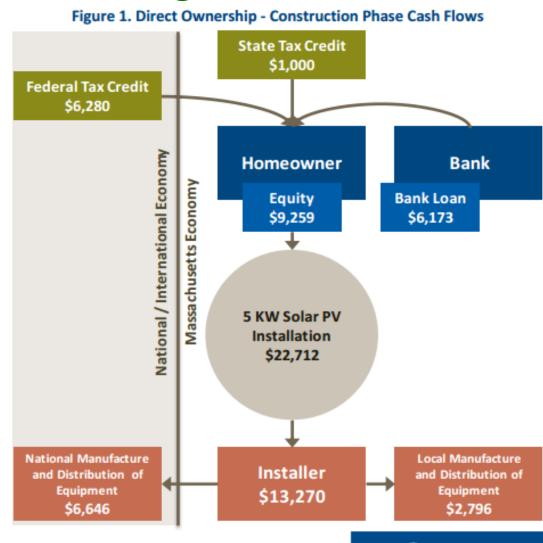
#### **New Administration Transition - EOEEA**

- Matthew Beaton Secretary, Executive Office of Energy and Environmental Affairs
- Martin Suuberg Commissioner, MassDEP
- John Lebeaux Commissioner, Department of Agricultural Resources
- Dan Burgess Interim Commissioner, DOER
- John Murray Interim Commissioner, DCR
- Stay tuned for policy and program priorities



### **Solar Loan Program**

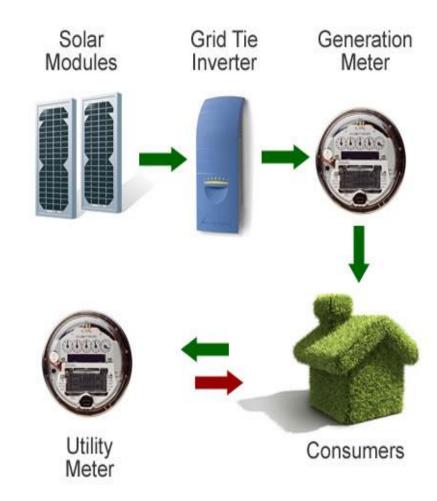
- \$30 million lower interest solar PV loan program for consumers
- Homes up to 3 units and community shared solar
- Promote system ownership
- Combine with tax credits and SRECs
- Loans start Spring 2015 through local lenders

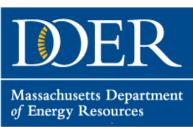


## Net Metering Stakeholder Group

- 17 member Task Force to analyze and report on how best to reach state's 1600 MW solar goal
- Task Force report due 3/31/2015
- Public comments and questions:

NMS.taskforce@massmail .state.ma.us





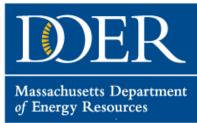
## **Resiliency Grants**

Goal is to continue to supply heat, water, cooking equipment and life safety services that require electricity for up to 100 hours after a natural disaster.

#### \$18.4 million awarded

- Barnstable
- Boston
- Cambridge
- Cape & Vineyard Elec
- Chelmsford
- Lawrence Sanitary Dist.
- Greenfield

- Holyoke
- Medford
- MAPC Beverly
- MAPC Wayland
- Northampton
- Sterling



## Renewable Thermal APS Standards

- DOER is preparing draft regulations to add Renewable Thermal to Alternative Portfolio Standards
- Goal to provide Alternative Energy Credits to renewable thermal technologies
- Expected to be eligible for systems put in service on or after 1/1/15
- Final regulations expected
   Summer 2015



## **Organics Waste Ban**

Businesses and institutions disposing more than 1 ton of food waste per week must divert it from landfill

Off-Site Options

Compost

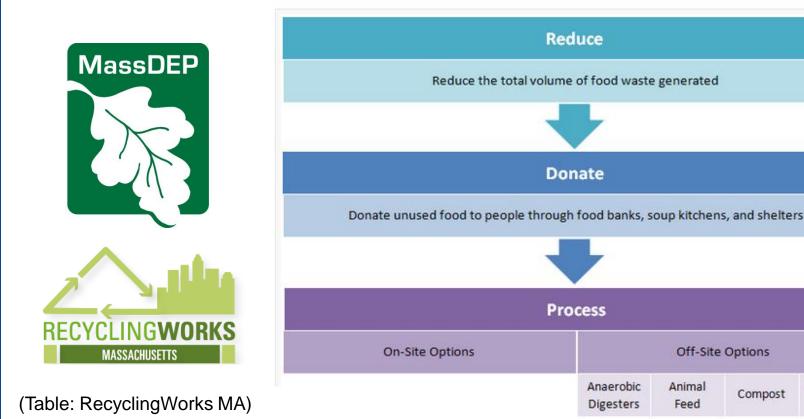
Animal

Feed

Industrial

Uses

- Implementation started October 1, 2014
- RecyclingWorks is working with 15 state facilities
- Goal is to divert 35% of state's food waste by 2020



## **Vehicles**



## **Fuel Efficiency Standard for State Fleet**

- Released by OSD, in collaboration w/DOER & MassDEP
- Created to fulfill a number of legislative, regulatory and environmental commitments
- Effective January 1, 2015

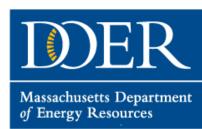
#### Covered Vehicles

- All new light duty vehicle acquisitions made through the Office of Vehicle Management
- All new light duty vehicle acquisitions made by Executive branch state agencies (regardless of acquisition method)
- > Exemptions:
  - Authorized emergency vehicles
  - Vehicles weighing more than 10,000 lbs









## **Minimum Requirements**

#### MPG Requirements:

| Vehicle Category                             | Minimum Combined MPG |  |  |  |
|--|----------------------|--|--|--|
| Passenger Cars (Category I Vehicles)         | 32 MPG               |  |  |  |
| Trucks, Vans and SUVs (Category II Vehicles) | 22 MPG               |  |  |  |

#### Electric Vehicles

| Fiscal Year          | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|----------------------|------|------|------|------|------|------|
| % PHEV/BEV Required* | 10%  | 13%  | 16%  | 19%  | 22%  | 25%  |

<sup>\*</sup>Applies only to vehicle purchases where BEV/PHEV options are available

#### Hybrid and Alternative Fuel Vehicles (AFVs)

| Fiscal Year             | 2015 | 2016 | 2017 | 2018  | 2019 | 2020 |
|-------------------------|------|------|------|-------|------|------|
| % Hybrid/AFVs Required* | 5%   | 7.5% | 10%  | 12.5% | 15%  | 15%  |

<sup>\*</sup>Applies to all annual agency fleet purchases



#### **Additional Standard Details**

Flexibility in Compliance



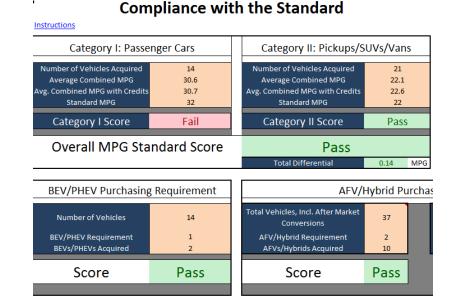
- Green Fleet Committee
  - Representation from agency fleets, OVM, DOER, MassDEP, MA Clean Cities, EV Task Force
  - Semi-Annual Meetings to review/revise standard



#### **FES Standard Roll-Out Events**

- Resources Available
  - Guidance Document
  - Fuel Efficiency Standard Calculator

Green Fleet Committee
 Kick-Off: January 15<sup>th</sup>



jillian.dimedio@state.ma.us, (617) 626-7367

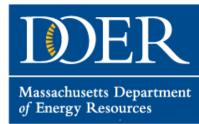
This fuel efficiency calculator was developed by the Department of Energy Resources. For more information, please contact Jillian DiMedio,

- Fleet Manager Information Session
  - > Friday, January 30<sup>th</sup> 9:30 -noon, 495/MetroWest Partnership

Massachusetts Department

of Energy Resources

➤ Thursday, February 5<sup>th</sup> – 11:30 – 1 pm, Webinar



## **EV/EVSE Funding Programs**

 MassDEP offers two programs for state agencies, available on first come, first served basis:

| Program               | Eligible<br>Entity   | PHEV<br>Incentive | BEV<br>Incentive | Level 2 Charging Station  |          |          |  |
|-----------------------|--|-------------------|------------------|---|----------|----------|--|
|                       |  |                   |                  | 1-2 BEVs  | 3-4 BEVs | 5+ BEVs  |  |
| MassEVIP III          | Municipality, Public University/ College, State Fleet, Public Driving School | \$5,000           | \$7,500          | \$7,500   | \$10,500 | \$13,500 |  |
| Workplace<br>Charging | Employers with ≥ 15 employees in non- residential place of business          | n/a               | n/a              | 50% of hardware costs for Level 1 or Level 2 Station (up to \$25K) *one per location but can submit applications for multiple locations |          |          |  |

# Massachusetts as a First Customer Pilot Program

Presentation for LBE Council Meeting January 13, 2015



#### Massachusetts as a First Customer Pilot Program

#### **Program Objectives:**

- Support innovative Massachusetts clean energy and water technology companies that are seeking a first or early-customer to validate the commercial readiness of their technologies.
- Facilitate and incentivize the adoption of technologies by public entities (state agencies, quasi-state agencies, authorities, public academic institutions, and municipalities) that are open to being a first or early user.

#### **Program Overview:**

- \$1,000,000 (\$800,000 to provide financial incentives, \$200,000 for technical assistance and Expo)
- Two-Phased Approach
  - First Phase: Cleantech Expo & CRT List
  - Second Phase: Solicitation for Applications

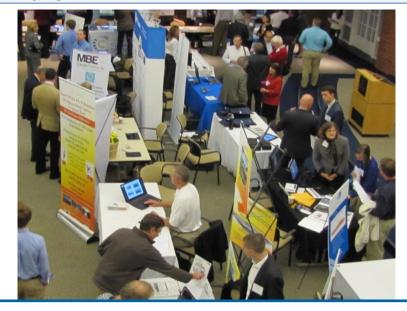


#### Phase 1: Massachusetts as a First Customer Cleantech Expo October 1, 2014

Sponsored by MassCEC, the Massachusetts Department of Energy Resources and Bentley University

A chance for MA based companies with innovative clean energy and water technologies to interact with purchasers and representatives of public agencies, authorities, municipalities and public colleges in an effort to explore potential partnerships and purchasing relationships.

- 24 companies exhibited
- Over 100 representatives from public entities, municipalities and public colleges attended
- Representatives from DOER, OSD and DCAMM served as resources for attendees and companies regarding state procurement laws





#### Massachusetts as a First Customer Cleantech Expo



















































#### Phase 1: Commercially Ready Technology (CRT) List

- <u>Goal</u>: Provide representatives and purchasers of Public Entities with a faster understanding of which products and technologies are ready for the commercial market.
- MassCEC worked with a third-party technical expert to analyze the Technology Readiness Level (TRL)\* of the products and technologies of companies that showcased at the Expo.
- Those technologies & products deemed ready for the commercial market with limited functional risk were placed on a Commercial Ready Technologies (CRT) List and distributed to attendees.
- Only CRT-listed technologies will be eligible to apply for Phase 2 of the Program, however, MassCEC will continue to maintain the CRT List on its website and accept applications for CRT review on a rolling basis.

<sup>\*</sup>Technology Readiness Level (TRL) is a metric used for describing a technology's maturity. The TRL calculator used for this Program was developed by the New York State Energy Research and Development Authority (NYSERDA) based on the TRL systems developed by NASA and the U.S. Department of Energy.



#### **Phase 2: Solicitation for Applications**

(Target release date: January 14, 2015)

- Through Phase 2, MassCEC will play a key role in:
  - a) Helping selected Applicants identify target Customers and navigate relevant procurement hurdles;
  - b) Enhancing the productivity of interactions between Public Entities and selected Applicants; and
  - c) Providing technical and financial assistance to incentivize the procurement of selected Applicant technologies by Public Entities.
- Eligible Applicants:
  - Companies who have a technology/product that is CRT-listed
- MassCEC Assistance:
  - "Connector"
  - Technical Assistance
  - Grants

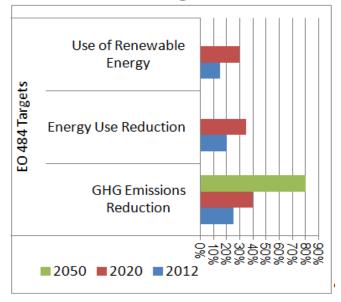


## **LBE Updates**



## **LBE Progress Report**

- Report mailed to Secretaries, Legislature, Chancellors, Higher Education Presidents, and LBE Partners.
- EO 484 Targets:







#### **LBE Success: GHG Emissions**



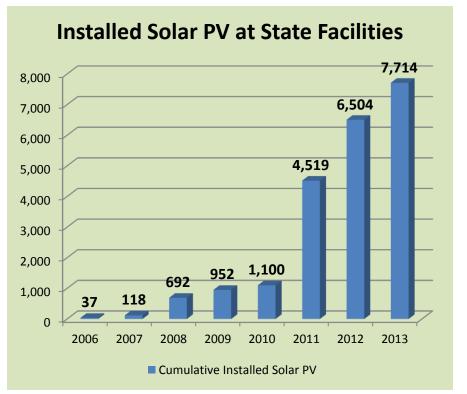
Figure 4: Annual Change in GHG Emissions, Baseline Year to FY12

Overall GHG emissions have decreased 25 percent from the LBE Baseline through FY12, reducing overall emissions by some 314,000 metric tons.

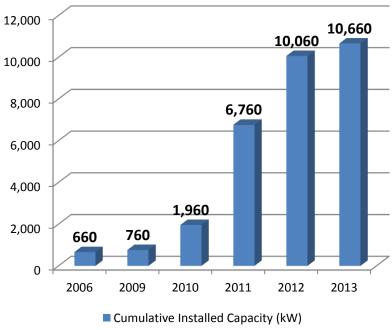
Achieved 25% reduction in GHG emissions in 2012

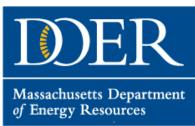


#### **LBE Success: Solar and Wind**

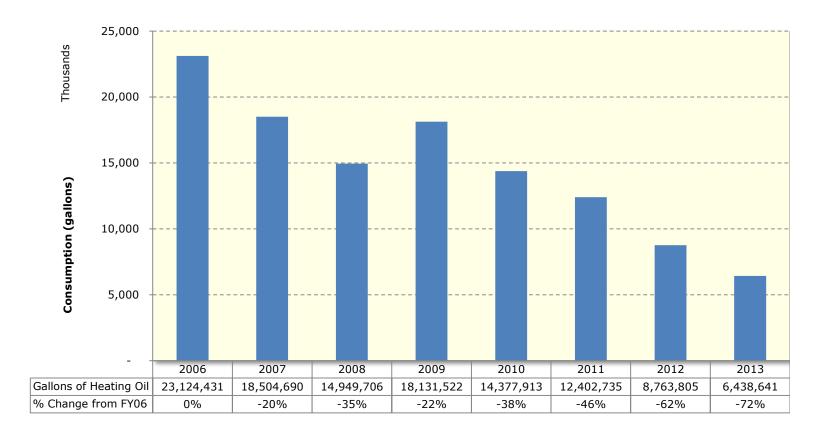


#### **Installed Wind at State Facilities**

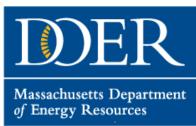




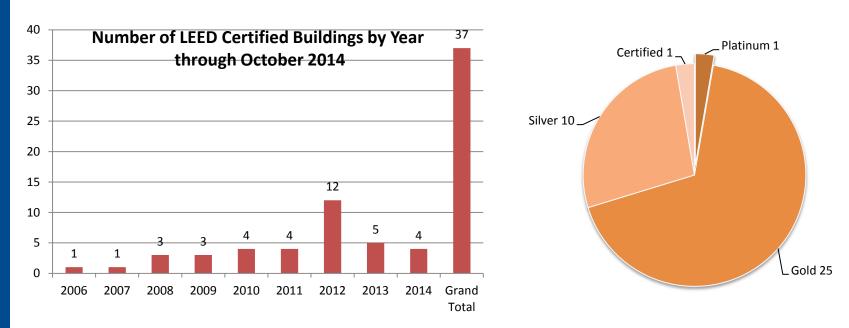
## **LBE Success: Heating Oil Reduction**



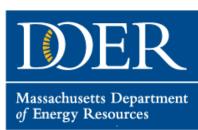
LBE Success:72% reduction in heating oil 2006-2013



#### **LBE Success: New Construction**



LBE Success: 37 LEED Certified Buildings throughout Commonwealth, 25 of them Gold

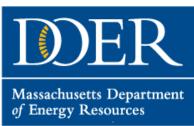


## LBE Success: Zero net energy buildings

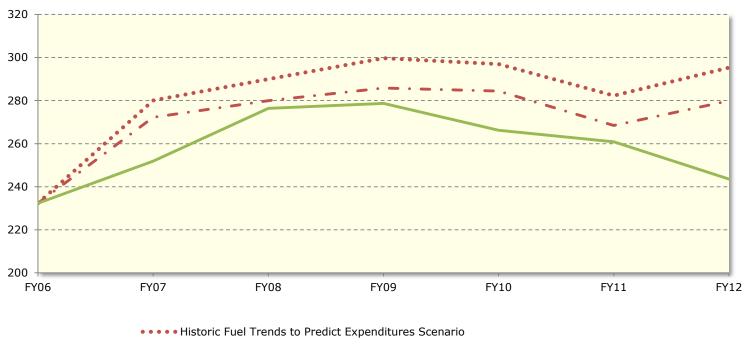
ZNEBs in design, construction, complete

- DFW
   Headquarters in
   Westborough
- North Shore CC
- Bristol CC lab
- DCR Walden
   Pond
- Others in study





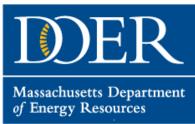
## **LBE Success: Cost Savings**



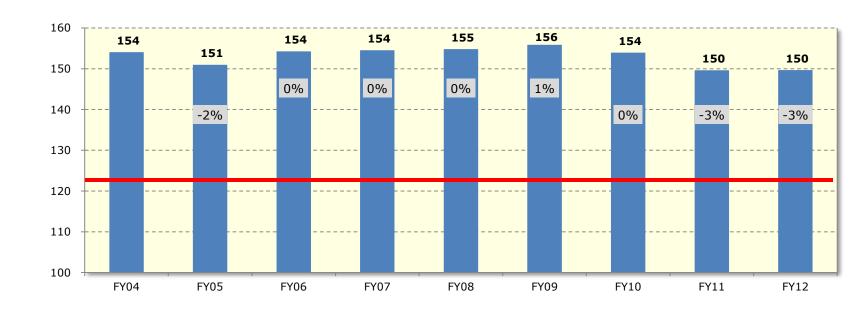
2006 ISO-NE Forecasting & Historic Fuel Trends to Predict Expenditures Scenario

------ Actual Expenditures

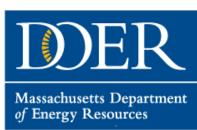
Success: Cumulative energy cost avoidance of \$93 - \$166 million 2006-2012



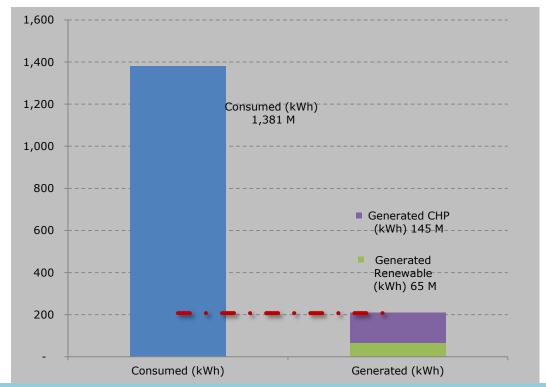
## LBE Challenge: Energy Use Reduction



Only 3% EUI reduction since 2004, well short of 20% target How to meet 35% reduction goal by 2020?



## LBE Challenge: Hitting Renewables Targets



15.21% on-site renewable generation but only 4.7% is from renewable

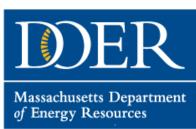
Challenge: Meet 30% on-site renewable goal by 2020



## LBE Challenge: Engaging Occupants

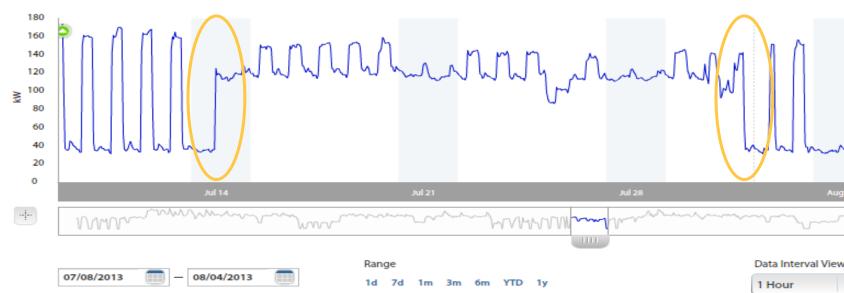


What are the right data tools? How to best engage all building users?



#### **EEMS Contract**

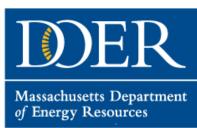
- Contract with EnerNOC ends February 2015
- New contract agreement will be at DCAMM
- Currently in research stage with consultant
- Key questions:
  - What are primary goals?
  - > Do we track all fuels?
  - What tools other than building meters are available and appropriate?



## **LBE Update: Renewable Thermal Grants**

#### **Awarded Grants**

- Department of Fish and Game
  - ASHP installation at Shellfish plant, \$44,058 (Plum Island)
  - Biomass installation at Fish Hatchery, \$190,560 (Belchertown)
- Department of Conservation and Recreation, \$202,720
  - 8 Feasibility Studies for biomass and ASHP
  - ASHP installation at Quabbin and Walden Pond
- Trial Court ASHP Feasibility Studies, \$37,600 (Westborough and Uxbridge)
- Grants still available for studies and implementation



### **LBE Update: Solar Canopy Grant Program**





\$1.5 Million grant opportunity for solar PV at parking lots, garage roofs, and pedestrian walkways on state owned land

- \$0.50/ watt up to \$500,000 per project
- Projects over 200 kW capacity
- All procurement options eligible
- Some on-site state consumption required
- Require minimum # of EV charging stations depending on array size
- > Posted on LBE website

http://www.mass.gov/eea/grants-and-tech-assistance/guidance-technical-assistance/agencies-and-divisions/doer/doer-procurements.html

## **Solar PV Canopy Awards**

#### **UMass Amherst Visitor Center:**

- 292 kW
- \$146,000 in grant funds
- Est. 20 yr savings:
  - \$1.79M, 6.4 M kWh, 2,294 metric tons





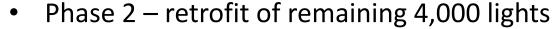
#### DCR Walden Pond Reservation:

- 100kW
- \$50,000 in grant funds
- Est. 20 yr savings:
  - \$484,845, 2.3 M kWh, 827 metric tons

#### **DCR Streetlight Project**

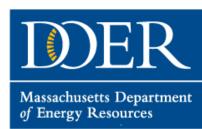
**Project Goal**: LED retrofit of approx. 6,000 metered and DCR-owned HPS and MH streetlights

- Phase 1 Currently Underway (To be completed by FY16)
  - > Approx. 2,000 streetlights, infrastructure upgrades, pole rewiring
  - Phase 1 Project Cost: \$2.2 million
  - Leveraged Funds
    - Incentives \$370,000
    - NEEIP Financing \$1.2 million
  - > Savings:
    - 1.5 million kWh/Year
    - \$190,000/year



- Design in process
- Construction next Fall



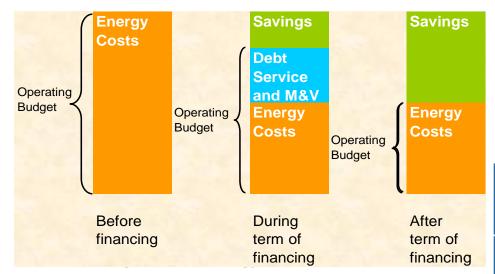


## **Financing Opportunities**



#### Clean Energy Financing – Solar Canopy

- \$15 million allocated over 2 years
  - To target non-building efficiency originally, now looking at PV canopies
  - To supplement or replace upfront capital
  - How it works
    - Leverages green bond financing for capital projects
    - Paid for through energy savings or revenue
    - Project must meet savings to debt service ratio of 1.1





# Three Methods for Financing PV Canopies

- 1. Agency Finances, Builds and Owns
  - > Pros: Most cost-effective Option, agency retains all ownership benefits
  - Cons: Large upfront Capital Cost, agency responsible for O&M
- 2. Agency Builds and Owns, Secures Financing Elsewhere
  - Pros: Smaller upfront capital cost, agency retains all ownership benefits
  - Cons: Upfront capital cost, debt service payments for bond term, agency

responsible for O&M

- 3. Third Party Ownership: Power Purchase Agreement (PPA)
  - Pros: No up front capital cost, no O&M responsibilities
  - Cons: least cost-effective option over time, no benefits of owning system



#### **Sample PV Canopy Project: Financial Analysis**

| Project Details                   |               |  |  |
|-----------------------------------|---------------|--|--|
| System Size                       | 500 kW        |  |  |
| Cost/W                            | \$5.00        |  |  |
| Estimated Project Cost            | \$2.5 million |  |  |
| LBE Grant Funds                   | \$250,000     |  |  |
| Estimated Annual Generation       | 578,160 kWh   |  |  |
| Estimated Agency Electricity Rate | \$0.16/kWh    |  |  |
| PPA Secured Electricity Rate      | \$0.13/kWh    |  |  |

|                              | Build to<br>Own | Build to Own w/Financing | PPA       |
|------------------------------|-----------------|--------------------------|-----------|
| Upfront Cost                 | \$2,250,000     | \$562,500                | \$0       |
| Annual Savings from Grid     | \$92,506        | \$92,506                 | \$17,345  |
| Average Annual SREC Revenue  | \$80,740        | \$80,740                 | \$0       |
| Payback                      | 9 Years         | 13 Years                 | n/a       |
| Cumulative Earnings (20 yrs) | \$1.1 million   | \$775,000                | \$346,896 |

## **DCAMM Updates**

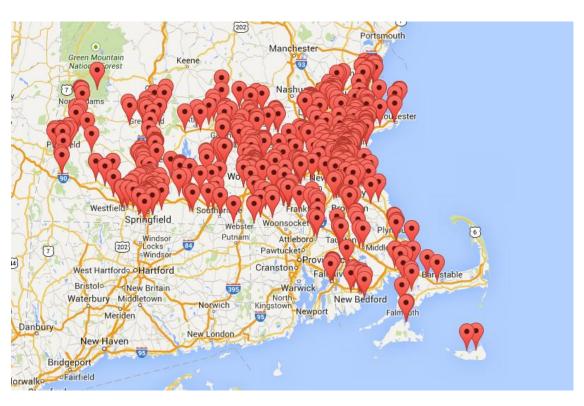


Energy Team

## 2014 Year End Review

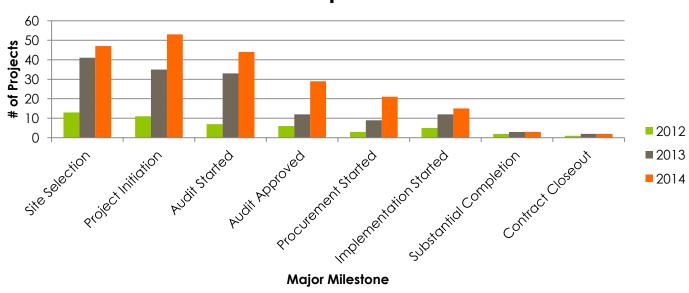


## 700 Sites in 700 Days



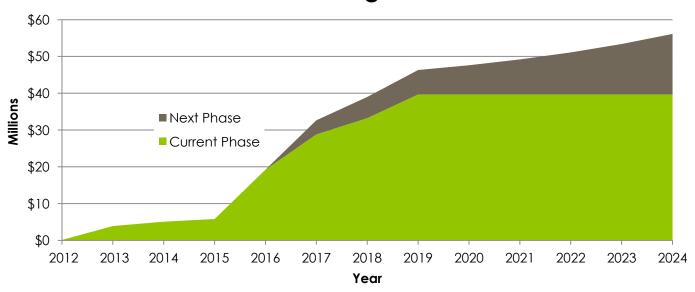
## Milestone Progress

## Milestones Completed: Year by Year Comparison

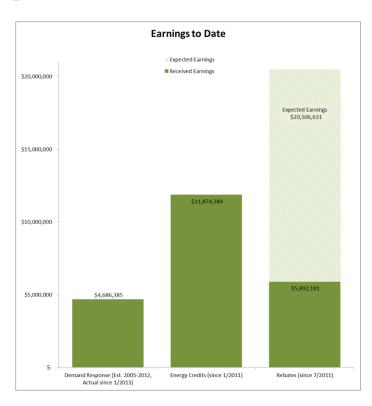


## **Energy Savings \$**

## Energy Projects: Commonwealth Annual Savings



## Earnings to Date



## Happy Clients

"Being involved with the AEP proved to be both fun and profitable for BSH.

Plus..... they have the "best people" energy planners to the director."

Don Zanetti Project manager Bureau of the State House



#### What's Next?

- Complete what we've started
- Sustainable
- Reliable
- Maintainable
- Toward Zero Net Energy
- Renewable
- Continuous Commissioning
- ŠŠŠŠŠŠŠŠŠŠŠ



#### **Commonwealth Facility Fund for Energy Efficiency**



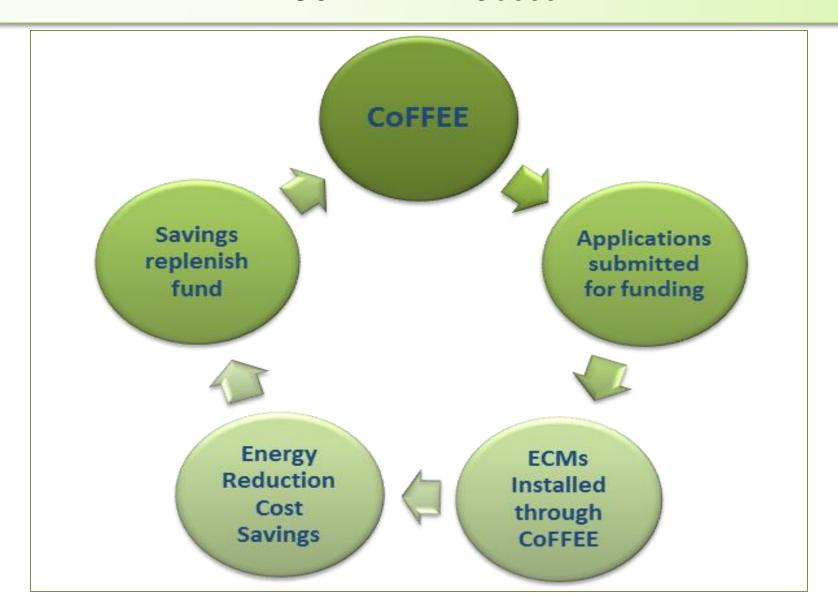




#### Coffee Background

- How a state revolving loan fund concept could be applied to the State's buildings energy efficiency projects
- Need to identify a appropriate and cost-efficient way to finance short term projects
- Small scale projects can be implemented quickly and result in immediate savings that can then be re-invested in additional efficiency projects
- DCAMM/DOER awarded Dept. of Energy grant
  Federal grant: \$254,000 DCAMM seed money: \$500,000

#### **Coffee Process**



#### **Coffee Benefits**

#### Savings

- Provide funds to state facilities to finance efficiency projects
- Small administration fee to sustain management of the fund
- Savings to exceed debt 15% of savings staying with facility

#### Flexible

- Varied repayment terms based on specific project paybacks
- Fund multiple ECMs projects
- Fosters energy and water efficiency and innovative projects

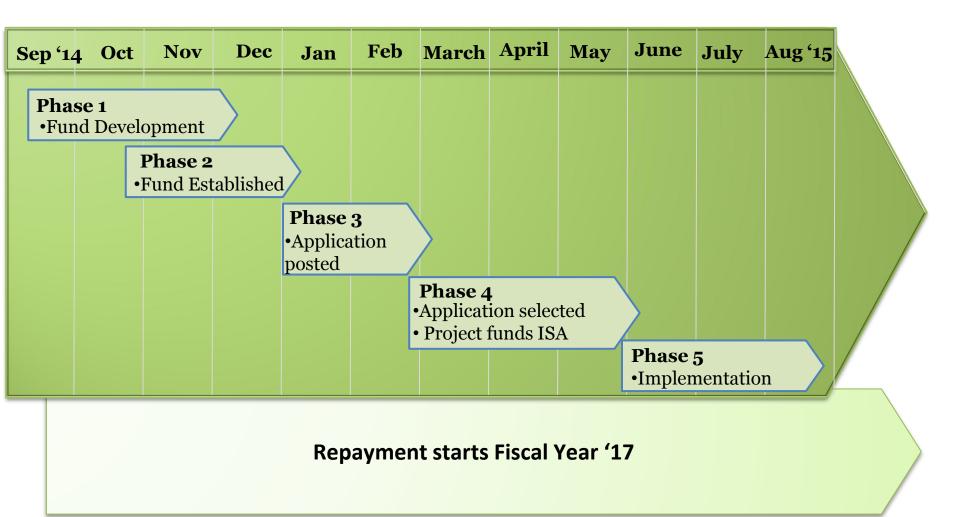
#### Sustainable

- Self-replenishing through savings
- Reinvestment of the repayments in new efficiency projects
- Leverage \$ millions in project funds

#### Accountable

- Reduce costs, utility usage and environmental impacts.
- Accountable with checks and balance
- Provides educational value and easily replicable

#### **Project Timeline**



#### Coffee Eligible Projects

#### **Energy Conservation Measures**

Lighting Upgrades and delamping

**Building Envelop Improvement** 

Heating, Ventilation and Air Conditioning replacements and upgrades

**Energy Management Systems Upgrades** 

**Retro-Commissioning** 

Renewables

Insulation

**Domestic Water** 

Other energy and water efficiency projects

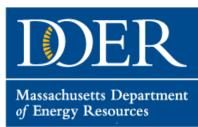
## **Project Selection Criteria**

| Criteria                        | Description  | Weighting |
|---------------------------------|--|-----------|
| Payback Period                  | Time it takes saving to cover project costs                        | 35%       |
| Total Resource Benefit          | Monetary value of energy savings                                   | 20%       |
| Confidence/Timing               | Feasibility and likelihood of success                              | 20%       |
| Non-energy Benefits             | Reduced lifecycle costs, productivity benefits, improve aesthetics | 15%       |
| Education Value &<br>Innovation | Project exposure,<br>education benefits<br>innovative measures     | 10%       |

#### For more information, contact:

- **Ryan Harold** Program Manager
- ryan.harold@state.ma.us
- 857-204-1449
- MASS.GOV/DCAMM
- Updates will be sent out on AEP Interested Parties and other listserves
- Application will be available January 2015

### **Communications**



#### **Sustainability Challenge**

- Challenges state facilities and campuses to implement no and low cost changes to reduce the environmental impacts of state operations to promote sustainable practices
- Challenges presented in 10 categories
- Seeking beta testers



F G H I J Challege Instructions: Please select your answer from the dropdown provided. Challenge #1: Implement lighting reduction strategies (maximum of 12 points) Answer options: 1 Develop and execute an outreach strategy to energy users to turn off all lights when not in use or Select when not necessary (i.e. when daylighting is sufficient) 2 Hang posters reminding users to turn off lights when rooms are not in use Select 3 Establish a policy to purchase more efficient lighting, eliminating incandescent bulbs (included in Select EO484) 4 Replace all existing incandescent bulbs with more efficient EnergyStar rated Compact fluorescent Select Lamps (CFL) or Light Emitting Diodes (LED), using statewide contract FAC76 or some other approved procurement process 5 Distribute more efficient replacement bulbs to staff, faculty, students, etc. with their own task lighting Select 6 Work with utilities and/or DCAMM to install motion sensor lighting controls for rooms with Select intermittent use (e.g. conference rooms, storage areas, bathrooms, individual offices, etc.) Fact: Energy Star rated light bulbs use about 75% less energy than a traditional incandescent bulb and last at least 6 times longer. Comm-PASS contract FAC76: Maintenance, Repair and Operations (MRO) Products, Supplies and Equipment Challenge #2: Reduce plug loads (e.g. any power usage not hardwired into building) (maximum of 8 points) Answer options: 1 Install/distribute power strips for energy users to plug-in personal devices (i.e. cell phones, tablets, Select laptops). Encourage strips to be turned off at the end of the day 2. Purchase and install smart power strips with motion sensors for all devices, including computer.

Contact: <u>trey.gowdy@state.ma.us</u>

#### **Guest Blogs**



#### New Walden Pond Visitor Center Would Inspire Even Thoreau

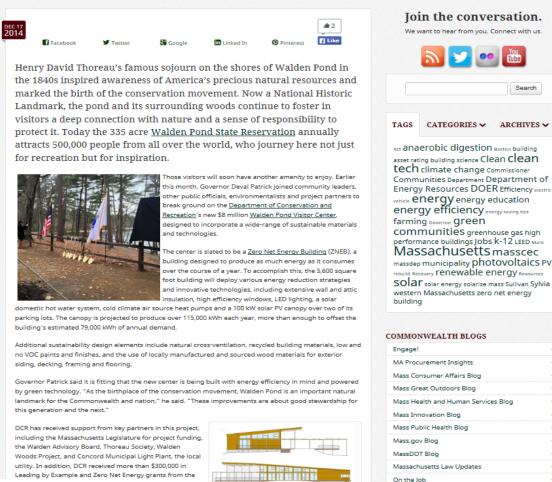
Join the conversation. We want to hear from you. Connect with us.

rebuild Recovery renewable energy Resources

OpenDOR

ARCHIVES V

- LBE collaborated with, DCR Commissioner Jack Murray for Energy **Smarts blog**
- Seeking guest blog posts to highlight projects from LBE partners



Energy Efficiency / New Walden Pond Visitor Center Would Inspire Even Thoreau

Contact: <u>trey.gowdy@state.ma.us</u>

tive exhibit, public restrooms and a bookstore, as well as offices and

Proposed Visitor Center Design

#### **Webinars**

- Fuel Efficiency Standard
  - Thursday, February 5<sup>th</sup> 11:30 1:00pm
- Solar PV Canopies
  - February TBD
- Renewable Thermal Alternative Portfolio Standards
  - Spring/Summer 2015

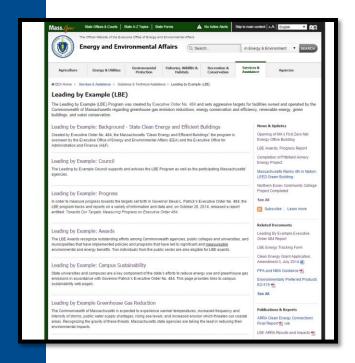


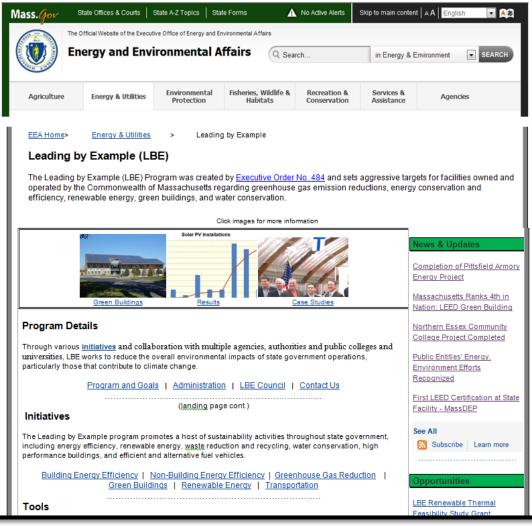
More information/RSVP:

charles.tuttle@state.ma.us



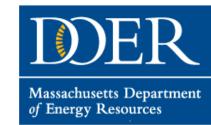
#### **LBE Website**





#### Updates will include:

- Metrics Page
- DOER and LBE initiatives
- Comprehensive list of resources
- Updated layout



# DOER Clean Energy Dashboard

**Clean Energy Progress** 

Green Communities

RPS
Renewable Energy
Portfolio Standard

Alternative Transportation Energy Efficiency

RGGI Regional Greenhouse Gas Initiative

> Rankings Progress

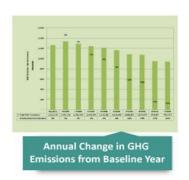
Renewable Energy

Clean Energy in State Facilities

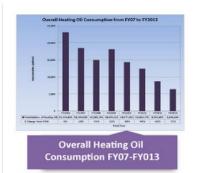
#### **Clean Energy in State Facilities**



Click to see the full size image.



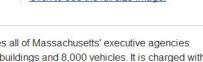
Click to see the full size image.



Click to see the full size image.

The Leading by Example (LBE) Program is a collaborative effort that encompasses all of Massachusetts' executive agencies and public institutions of higher education, accounting for 70 million square feet of buildings and 8,000 vehicles. It is charged with reducing energy use and greenhouse gas emissions and increasing renewable energy use across the state building portfolio.

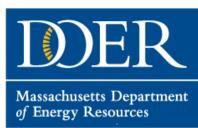
Source Data: 2014 Leading By Example Progress Report 📆 3MB next / previous / menu





r the Commonwealth

# Lyman Estate Deep Energy Retrofit Overview



#### Lyman Estate Weatherization Project

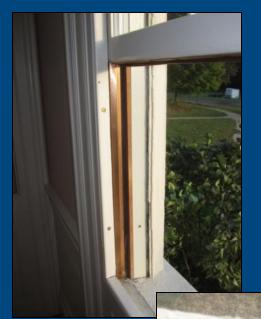


#### Project Background

- Massachusetts Department of Energy Resources
  - Architectural Heritage Foundation
  - Trustees of the Reservations
  - Historic New England: \$311,000
- Goal: Reduce Energy Consumption by 50%!



#### What We Did – Conserved Windows











#### What We Did – Installed Storm Windows







#### What We Did – Air Sealing and Insulation







#### What We Did – New HVAC







#### Heating Component

- Change from oil to natural gas
- Four condensing, modulating gas furnaces / heat pumps
- Room level zone controls
- Pre-work 429 MMBTU (2009/2010)
- Post-work 175 MMBTU (2012-2014)

59% reduction

Doubled utilization (Nov – Apr)



#### **Electricity Component**

- Newer air conditioning / heat pump technology
- Room level zone controls
- LED and CFL lighting
- Pre-work 221 MMBTU (2009/2010)
- Post-work 172 MMBTU (2012-2014)

22% reduction (overall)
68% increase in utilization (May – Oct)
40% reduction on a per event basis



#### **Energy Metrics**

- Pre-work 2009/2010
  - Average of 650 MMBTU
- Post-work
  - 2012 310 MMBTU (52% reduction)
  - 2013 360 MMBTU (45% reduction
  - 2014 370 MMBTU (43% reduction)
  - Average of 347 MMBTU

47% reduction

